



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Doing Business with DLA

*Presented By: Aggie Gallagher  
Small Business Specialist*

**18 August 2010**



# Agenda

- DLA Mission
- DLA Supply Chains
- DLA Services
- DLA and Puerto Rico
- Resources





# DLA's Mission

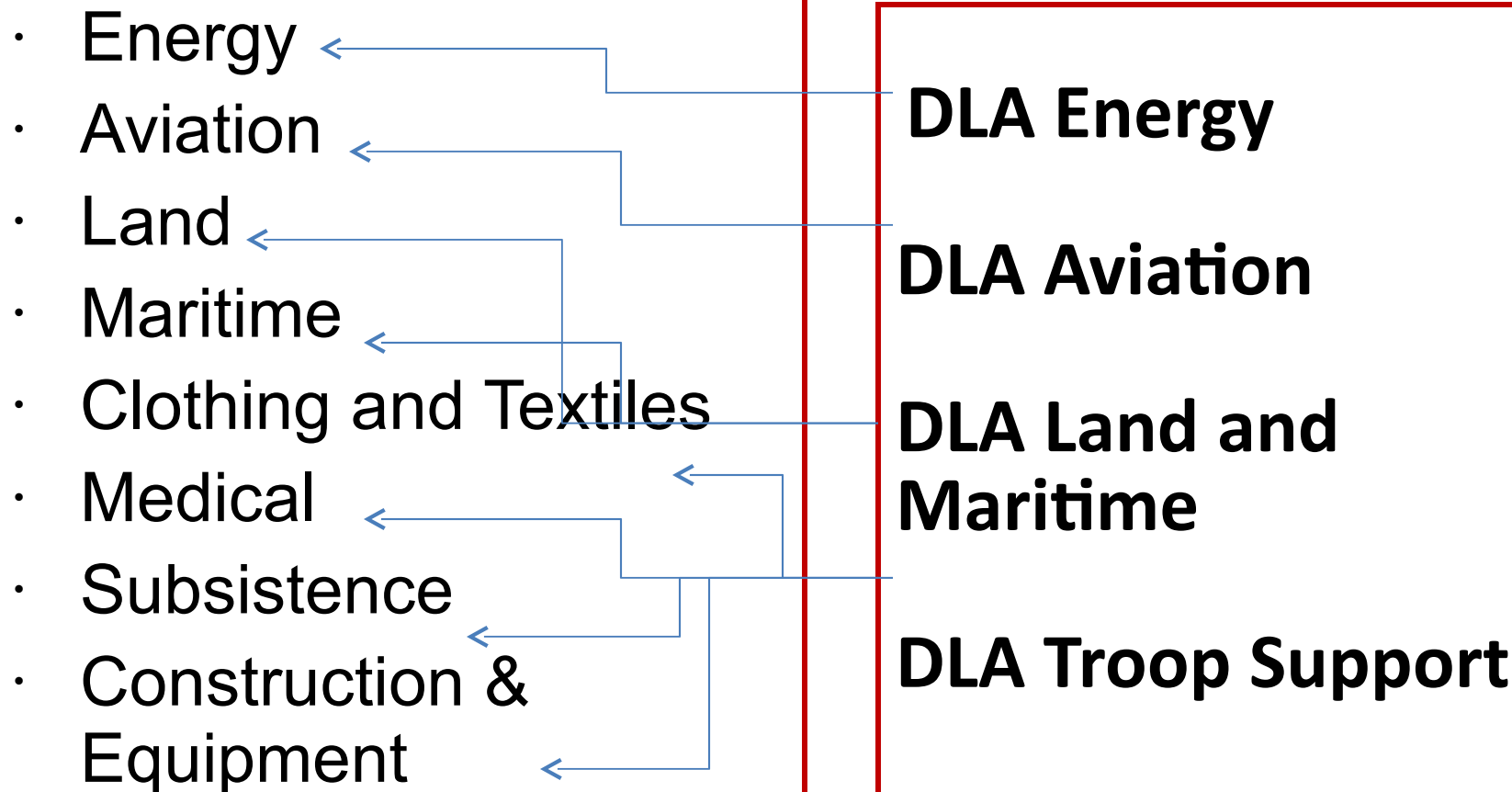
## Supporting the Warfighter

**DLA is DoD's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.**





# Supply Chains





# DLA Troop Support

## SUBSISTENCE

- Food Service
- Produce
- Operational Rations



## CLOTHING & TEXTILE

- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment



## CONSTRUCTION & EQUIPMENT

- Facilities Maintenance
- Equipment
- Wood Products
- Safety & Rescue Equip.



## MEDICAL

- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment





# DLA Troop Support

**Mr. Michael McCall**  
**Associate Director of Small Business**  
**700 Robbins Avenue**  
**Philadelphia, PA 19111-5096**

**(800) 831-1110 or (215) 737-2321**

**[www.dscp.dla.mil/sbo](http://www.dscp.dla.mil/sbo)**

## **CLOTHING & TEXTILES**

**- Ms. Joann Gatica**

## **SUBSISTENCE**

**- Ms. Andrea Ingargiola**

## **MEDICAL**

**- Mr. Paul Rooney**

## **CONSTRUCTION/EQUIP**

**- Ms. Arlene Ruble\_**





# DLA Aviation

## AVIATION

- Engine Components
- Air Frames
- Flight Safety Equipment
- Aviation Lighting
- Fasteners
- Bearings
- Maps
- Environmental Products





# DLA Aviation

**Mr. John Henley**  
**Associate Director of Small Business**  
**8000 Jefferson Davis Highway**  
**Richmond, VA 23297-5124**

**(800) 227-3603   or   (804) 279-6330**

**<http://www.dscr.dla.mil/userweb/sbo/>**





# DLA Land & Maritime

## LAND



- Vehicles
- USMC / Army Equipment

## MARITIME

- Parts for Ships
- Parts for Submarines





# **DLA Land and Maritime**

**Ms. Cynthia Nevin  
Associate Director of Small Business  
P.O. Box 3990  
Columbus, OH 43216-5000**

**(800) 262-3272 or (614) 692-7935**

**<http://www.dsccl.dla.mil/offices/smbusiness/>**



# DLA Energy

## ENERGY



- DOD Executive Agent for all Bulk Petroleum
- Natural Gas, Coal, Electricity
- Aerospace Energy





# DLA Energy

**Ms. Joan Turrisi**  
**Associate Director of Small Business**

**8725 John J. Kingman Rd.**  
**Suite 4950 - Room 4943**  
**Ft. Belvoir, VA 22060-6222**

**(800) 523-2601 or (703) 767-9465**

**http**

**://www.desc.dla.mil/DCM/DCMPage.asp?LinkID=pgeSmallBu**



# Services

- DLA Contacting Service Office
- DLA Disposition
- DLA Distribution
- DLA Document Services
- DLA Strategic Materials



# DLA Distribution & Disposition Services

## DLA Distribution

- Receive, Store, and Issue
- Deployable Distribution Ctr
- Distribution Standard System
- Defense Transportation Coordinator Initiative (DTCI)
- Customized Kitting
- In-transit Visibility
- Dedicated Delivery / Pure Pallets

## DLA Disposition

- Reutilization (to Mil Svcs)
- Transfer (to Fed Agencies) Donation (to State & Local Agencies & other Special Programs) & Sales of excess DoD property
- Contingency Ops Support
- Demilitarization
- Precious Metals Recovery
- Hazardous Waste Disposal

**25**  
**Distribution**  
**Centers**  
**Worldwide**



**124**  
**Sites**  
**Worldwide**



# **DLA Disposition**

**Ms. Sheryl L. Woods  
Special Assistant for Small Business**

**(269) 961-4071**

**<http://www.drms.dla.mil>**

# **DLA Distribution**

**Ms. Cathy Hampton  
Special Assistant for Small Business**

**(717) 770-7246**

**[www.ddc.dla.mil/business.aspx](http://www.ddc.dla.mil/business.aspx)**





# **DLA Document Services**

**Ms. Susan Rapoza**  
**Special Asst. for Small Business**  
**(717) 605-1557**  
**<http://www.daps.dla.mil/>**

**DLA Strategic Materials**  
**Mr. Carlos Vidro-Martinez**  
**Special Assistant for Small Business**  
**(703) 767-6031**

**<https://www.dnsc.dla.mil/acquisitions-small-business.asp>**



# DLA Contracting Service Office

**Rosita Carosella**

Associate Director of Small Business Programs  
(215) 737-8514

**Aggie Gallagher**

Small Business Specialist  
(215) 737-8646

**DCSO.SmallBusiness@DLA.MIL**

700 Robbins Avenue  
Bldg. 26 – 1  
Philadelphia, PA 19111-5096



# **FY 2010 DLA Contracts with Companies in Puerto Rico**

- DLA awarded 2 of top 10 Federal Contracts ([www.USASPENDING.gov](http://www.USASPENDING.gov))
- To date obligated \$173 million (approx)
- Majority of dollars - Military Uniform Clothing Manufacturers



# Top North American Industry Classification System (NAICS) Codes

DLA Activity	NAICS	Description
Troop Support	315211	Men's and Boys' Cut and Sew Apparel Contractors
Troop Support	315288	Men's and Boys' Cut and Sew Other Outerwear Manufacturing
Troop Support	315999	Other Apparel Accessories and Other Apparel Manufacturing
Troop Support	339999	All Other Miscellaneous Manufacturing
Troop Support	332510	Hardware Manufacturing
Land & Maritime	334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
Aviation	334519	Other Measuring and Controlling Device Manufacturing
Energy	424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)



# DLA Resources

- DLA Associate Directors of SB  
- Each Procuring Activity

## **“How to Do Business With DLA”**

<http://www.dla.mil/db/>

- Procurement Technical Assist. Ctrs.  
[www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)



# Other Links / Resources

## **DOD OSBP**

<http://www.acq.osd.mil/osbp/>

## **DOD e-MALL**

<https://dod-email.dla.mil/acct/>

## **DIBBS DLA-BSM Internet Bid Board System**

<https://www.dibbs.bsm.dla.mil/>

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